

WAIS Inc.

WIDE AREA INFORMATION SERVERS

Integrated access to personal - corporate - published information

Brewster Kahle

President

Wide Area Information Servers Inc.

July 18, 1992

Presentation to Perot Systems

WAIS Technology Partners:

- **Apple Computer** —————> **Personal Information System**
- **NeXT Computer** —————> **Bundled interface**
- **Dow Jones** —————> **Publishing Service**
- **Thinking Machines** —————> **High-End Servers**

WAIS Inc.

WAIS Inc.

New Company to produce Information Products and Information Services

Brewster Kahle *President*

Started Thinking Machines
Leader of WAIS Project

John Duhring *Marketing*

Dow Jones
Information Technology

Robin Palmer *Finance*

Peat Marwick
CPA and Technology

Ottavia Bassetti *Applications
Europe*

Mozart Inc.
Publishing and Communications

Advisors:

Mitch Kapor
Bill Dunn
Danny Hillis

Lotus, On Technology, EFF
Dow Jones
Thinking Machines

Company Charter

Information Products and Services

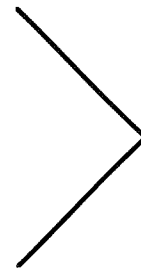
for End Users

on Local and Wide Area Networks

WIDE AREA INFORMATION SERVERS

Integrated access to

personal
corporate
published



INFORMATION

WAIS TECHNOLOGY

Points of Innovation for Enterprise Computing

- **Beyond electronic mail - *Towards corporate memory***
- **Beyond databases - *Towards distributed free text databases***
- **Easy search and retrieval - *Towards computers for management***
- **Local and Wide Area integration - *From local to global***
- **Works in existing environments - *Accepting the multiplatform reality***

WAIS TECHNOLOGY

Riding the Wave Of Enterprise Computing

- **Lotus Notes**
Email / forms control
- **Verity**
Search and retrieval system for researchers
- **Networks**
Novell for LAN
Internet for WAN
- **WAIS**
Integrated with email
Distributed databases
Corporate memory tool
Wide area searching
Integrated with Lotus, Microsoft, Novell, etc....

Serving the Fortune 500's

- **Consulting Companies**
Peat Marwick example
- **Manufacturing Companies**
Thinking Machines example
Lockheed example
European automotive industry example
- **Publishing Companies**
Dow Jones example
French Publishing company example
- **Service Companies**
Car rental company example
- **Banks and Financial**

WAIS and different company functions

- **Customers services**
Frequently Asked Questions application
- **Public relations and communications**
News clipping and news alert services
Multimedia applications
- **Marketing and Sales**
Competitive analysis
Contacts analysis
Call tracking
- **Training**
Frequently Asked Questions
Online documentation
- **Organization**
Integration of distributed organizations
Internal communications

WAIS Timetable

1990 Research Phase
Research Partners

Corporate Information system
1 corporation, 6 cities

Thinking Machines - Apple - DJ - KPMG

1991 Testing Applications
Technical Partners

Internet deployment
102 corporations, 28 countries,
250 databases

Thinking Machines - Apple - NeXT - DJ

1992 Product Development
Business Partners

Unix Server product
PC - Mac User Interfaces

WAIS spin off and incorporation

1993 Marketing and Sales
Applications Development

How do we work together?

- **WAIS Inc.**

Search software and expertise

- **Perot Systems**

Customization and systems design

On site database development